



Native artist, contractor create mural

The façade of Wastewater Treatment's new West Seattle pump station teems with swirling fish and birds, accented by haunting human faces. Native American artist Susan Point's public art pays tribute to the aboriginal peoples of the area and, fittingly, Native American-owned White Bear Construction installed the 230-panel mural.

As brothers Jerry (left) and Harry Peltier demonstrate, each 200-pound panel called for heavy lifting and close alignment.

White Bear did all the pump-station masonry work under subcontract to Venture Construction. On the heels of this first county project for the three-year-old MBE came a contract won through the small public-works roster for masonry work on the County Administration Building.

For more about King County's Public Art Program, see page 6.

Apprenticeship program under way

Policies and procedures are in place for administering King County's apprenticeship program. Approved by the County Council in June, the program formalizes county participation in a regional effort to keep pace with demand for skilled labor by ensuring training opportunities on public-works projects.

The county aims to incorporate apprenticeship requirements on construction contracts (primarily those valued at \$1 million or more) according to

- project size and projected labor hours required
- kinds of skills required
- ratio of labor hours to materials and equipment
- duration of the contract.

Participating contractors will be required to involve apprentices a minimum of 15 percent and maximum of 20 percent of total labor hours. The county's targeted goals for apprentices working those hours, through 2000, are

- 25 percent women
- 21 percent minority
- 2 percent persons with disabilities
- 7 percent economically disadvantaged youth.

To apply toward apprenticeship requirements, trainees must be enrolled in programs approved by the Washington State Apprenticeship and Training Council.

The M/WBE and Contract Compliance Division is monitoring compliance and assisting firms in meeting participation and reporting requirements. In addition, the division is coordinating with county departments, other public agencies and community-based organizations involved in apprentice recruitment. Questions? Call (206) 684-1330.

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Cascadia administering county loan program

The type of loan program King County offers certified businesses is not the type of loan program just anyone can administer successfully.

It requires working closely with businesses even before they apply. It requires providing truly expert technical assistance. And it requires understanding the critical link between business and community.

The county's Minority and Women Business Loan Program is aimed at certified firms unable to secure financing from traditional lenders. A statewide development program provided the initial funding.

A year ago when the county sought a new administrator for its M/WBE loan program, Cascadia Revolving Fund filled the bill, plus the alliance offered a chance to bring more resources to certified businesses and expand their borrowing potential.

A nonprofit, community-development lender, Cascadia specializes in loans to minority- and women-owned businesses, regardless of certification, that benefit their communities through job creation or retention. Staff and, as needed, expert volunteers provide the technical assistance that is a Cascadia hallmark.

Individuals, corporations, churches and other organizations interested in supporting such businesses fuel Cascadia's core lending activity. Their dollars, plus monies from the loan programs Cascadia administers, brought the agency's year-end 1997 assets to \$5.6 million.



Cascadia assumed five loans and a balance of \$370,000 when it began administering the county program last winter. Loan Officer Mary Ann Johnson has since added three loans to the widely varied portfolio of borrowers.

All three are under the county's \$50,000 ceiling but, if and when a qualified borrower needs more, Johnson can tap Cascadia's core program for the difference.

"Its ability to leverage county funds with monies available from other sources was one reason we moved to Cascadia," said Francisco Jimenez, who oversees the program for the county's Office of Budget and Strategic Planning.

Another reason, he said, was that Cascadia stands a good chance of finding borrowers who match the requirements placed on the dollars that King County has to lend.

Given Cascadia's fundamental emphasis on community benefit, businesses who turn to Cascadia won't be surprised by the county program's requirement that they create one job for every \$30,000 they borrow.

Johnson welcomes inquiries from any certified firm that might be a fit for the county's program (see box). As of mid February, \$208,000 was available to loan.

The county will retain oversight over the program until all those dollars are at work in the community, Jimenez said, then assess whether continuing that role is in the public's best interests.

Qualifying for King County's M/WBE loan program

To qualify for a loan, a business must be located in King County, outside the Seattle city limits, and be certified by the state as an MBE, WBE or both.

In addition, the business must create one job for every \$30,000 borrowed through the program. If the loan will be used for construction, the borrower must agree to solicit bids from certified contractors and pay prevailing wage.

The program makes loans of up to \$50,000 at a fixed rate of interest for

- equipment
- inventory
- real estate
- some types of working capital
- start-up and expansion
- contract financing
- debt restructuring.

In some instances, the program will also loan money for purchasing or starting a franchise business.

For details or to schedule a pre-application appointment, call Mary Ann Johnson at (206) 447-9226 in Seattle.

Focus on line

King County's *Focus* newsletter for certified firms is now on line. Starting with the December 1997 issue, it will be posted quarterly at www.metrokc.gov/focus.

"Broadening *The Focus* readership should help broaden understanding of the concerns that certified firms have, plus having it on line means our readers will always have access to a copy," said M/WBE Supervisor Phyllis Alleyne.

Expect to find all four 1997 issues on the home page initially, then each issue in turn. Certified firms will receive their copy in the mail before articles appear on the home page.

The M/WBE and Contract Compliance Division is exploring additional ways to use the home page and welcomes your comments and suggestions.

Opportunities expand for DBEs in paratransit

Business is booming for King County's ACCESS paratransit service, and its corps of service providers has expanded again to embrace an additional certified firm.

Laidlaw Transit Services and 3A/EDJ Paratransit recently renegotiated their county contracts to reconfigure responsibilities and make way for Emerald Lines as a new Laidlaw subcontractor. Both 3A/EDJ and Emerald are certified as disadvantaged businesses (DBEs).

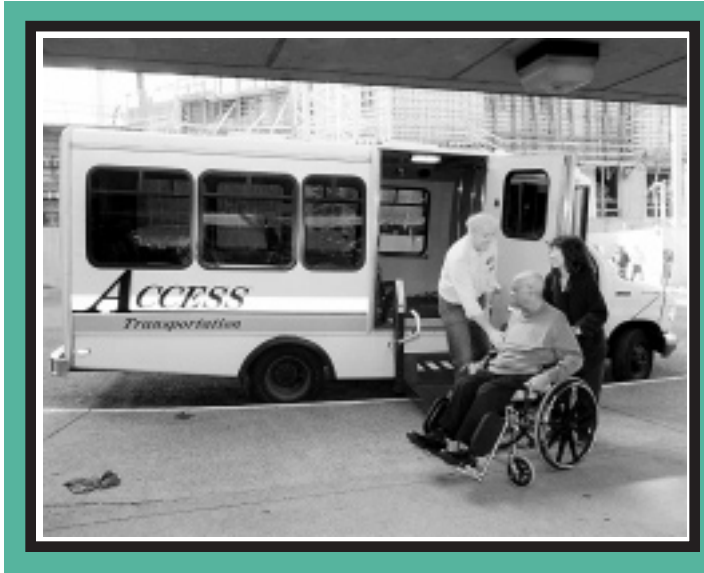
The changes increased the number of on-the-road hours that 3A/EDJ provides for Metro Transit and consolidated all its responsibilities under a single prime contract.

'...sometimes a cooperative arrangement better serves the community.'

- John Sigala, operations manager
Laidlaw Transit Services

Emerald then moved into the subcontractor slot that 3A/EDJ vacated. If all goes well, Emerald's initial 5 percent of Laidlaw's service hours will gradually build to 10 percent.

These expanded opportunities are indicative of the growing popularity of ACCESS among riders with



Expansion of Metro Transit's corps of ACCESS contractors has expanded both public- and private-sector opportunities for certified firms in this rapidly growing transportation specialty.

disabilities/and older riders.

Annual ridership stood at 862,000 at year's end, a 40-percent increase over 1996. By the close of this year, Metro Transit expects to realize another 20-percent increase to 1,050,000 riders.

Competition for these riders is brisk but cooperative, said John Sigala, operations manager for Laidlaw Transit's regional office.

"A lot of a business is out there," he said, "but we can only do as much as the resources we have, and sometimes a cooperative arrangement better serves the community. We don't want to grow so fast that we lose the respect the

community has for us."

The recent shuffle of responsibilities applies this standard systemwide, while addressing efficiency and cost-effectiveness, explained Victor Obeso, the county's senior transit planner for accessible services:

- Laidlaw is taking rider calls for 3A/EDJ's ACCESS service as well as its own.
- Laidlaw and 3A/EDJ's dispatch staffs are working side by side under Laidlaw's roof.
- Emerald is concentrating on staffing and serving its subcontracted routes.
- D/WBE Pacific Mobility is providing maintenance support.

- Emerald drivers are participating in Laidlaw's ongoing safety training, and Laidlaw's finance and operations staff are mentoring their counterparts at Emerald.

"Bringing on Emerald and providing this kind of measured experience gives the company a significant opportunity to become more competitive over time, just as 3A/EDJ has done," Obeso said.

"We'll continue to increase our ACCESS service and, as existing contracts begin to expire in mid 1999, we'll be examining what opportunities we might want to open up for the next contracting cycle."

County grants require agencies to do business with M/WBEs

AIn 1989 when he was a member of the King County Council, County Executive Ron Sims suggested that a low-profile form of county contracting held sizable opportunity for certified firms.

He was right. Of the nearly \$90 million in county grants awarded to health and social-service agencies during 1997, subject to M/WBE requirements, certified firms earned more than \$3 million as contractors, consultants and suppliers to those agencies.

Services supported by these grants vary widely, from mental health and counseling centers to sheltered workshops. Some agencies such as Childhaven and

Catholic Community Services are well known; many such as Avondale House and the Eastside Adult Day Center are not.

Terms of these grants also vary, but most require agencies to spend a minimum percentage of their "discretionary" funds (what is not used for fixed costs) with certified firms. In practice, many agencies exceed their minimum. Office supplies, carpentry, security services and staff training are typical discretionary expenditures.

For a list of 1998 grantees to approach with information about your products or services, call M/WBE Compliance Specialist Keven Franklin at (206) 689-4593.

Government-funded resource center initiating businesses into world of electronic commerce

Slowly but surely, the federal government is moving toward requiring small businesses to make the leap to "paperless" procurement.

Several Department of Defense agencies are already limiting their advertisement of small contracts to electronic media.

By January 1999, DOD will require its suppliers to engage in electronic funds transfer and register in a "central contracting registration" database.

By January 2000, all documents between DOD buyer and supplier will need to be exchanged electronically.

Some large corporations are out in front of DOD, and other federal departments are following its lead.

State and local governments will make the transition as well. King County hasn't set a target date yet for requiring electronic data interchange (EDI) and related capabilities, but it's coming.

"Our goal is to move in that direction," said David Leach, manager of goods and nonprofessional/consultant procurement for the county.

"We already advertise procurements on the Internet and exchange documents by e-mail. As we explore which new systems to implement within the next few years, we're definitely looking at how to incorporate more electronic-commerce capability."

'Pre-paid' advice, training

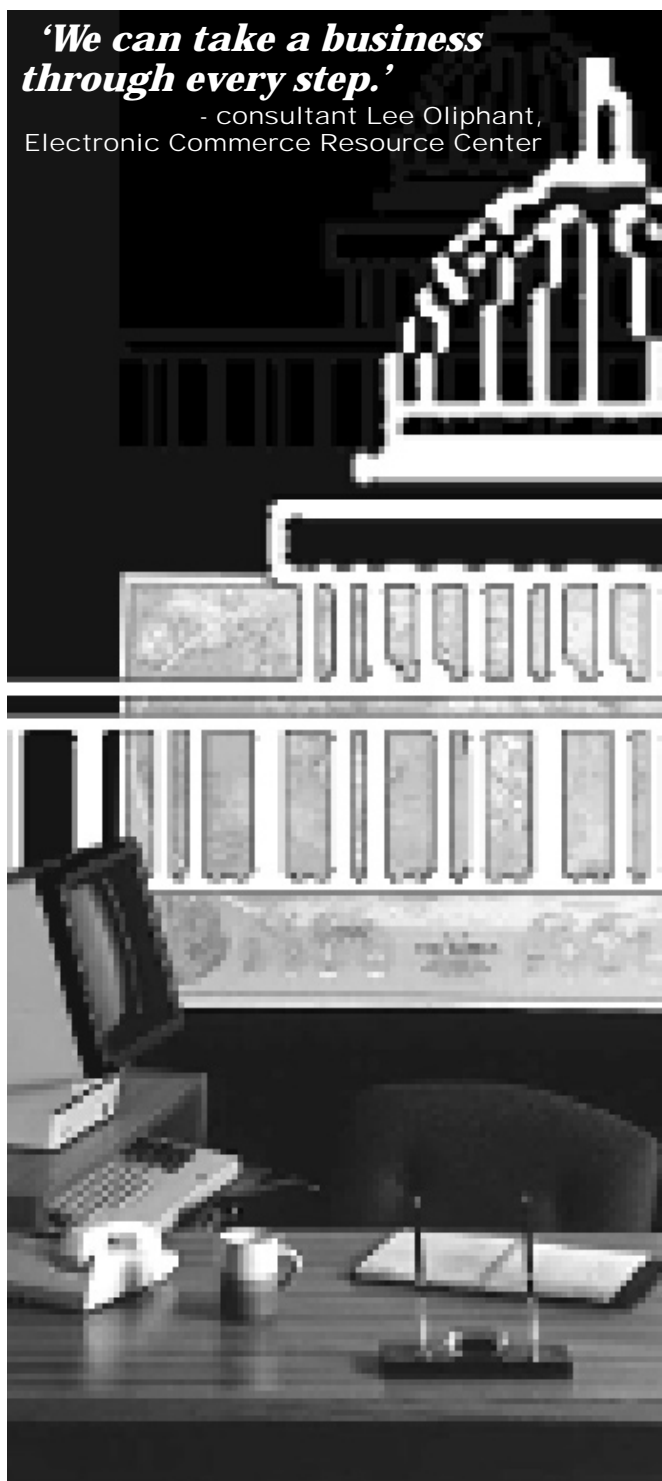
For any small business, whether certified or not, the road to electronic procurement is full of potential potholes - equipment to buy, processes to learn, time and more time to be spent.

You don't have to travel that road alone, nor do you have to pay for directions, technical support or training along the way.

Federal procurement reform initiated in 1994 established a network of centers around the country funded by the government and administered by the Joint Electronic Commerce Program Office to help small and medium-

'We can take a business through every step.'

- consultant Lee Oliphant,
Electronic Commerce Resource Center



sized businesses understand and implement electronic commerce.

This region's Electronic Commerce Resource Center in Bremerton is one of 16 in that network.

The center's staff of 30 serves Alaska, Oregon, Washington,

Idaho, Montana, North and South Dakota and Wyoming. In addition to providing an array of consulting, training and technical-support services, it maintains up-to-date contacts and several Internet links to regional, federal and international procurement sources.

Its entire menu of services is free for the asking or, as center consultant Lee Oliphant likes to put it, "pre-paid," with federal tax dollars. Services include

- a consultant team to explore the various electronic-commerce options, assist with database design and management, and outline the potential of home pages.
- a technical-support team to get to the nitty-gritty of EDI, conversion from paper to digital, conversion between digital formats, e-mail and preparation of text for home pages or intranet systems.
- instructors staffing classrooms and a demonstration lab in Bremerton, plus regular and on-request classes at other locations (see p. 15 for classes in Seattle).

Where to start

"We can take a business through every step," Oliphant said.

Given the investment in time and money involved, he typically starts with a cost-benefit analysis, leading an owner or key staff through a process to determine if electronic

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commerce makes sense for that particular business.

"Together we can look at what the federal government is buying in your specialty and possibly refer to recent procurements to see if you would have been competitive," he explained.

"If you decide that electronic commerce is for you, we can get you into a class within a few weeks, then provide whatever follow-up

consultation you might need."

Contact Lee Oliphant or Donna Kirkpatrick with the center's consultant team at Electronic Commerce Resource Center, 4312 Kitsap Way, Suite 104, Bremerton, WA 98312-2435; phone (800) 478-3933, fax (360) 478-0225 or e-mail oliphant@ctc.com.

The center also maintains an extensive home page at www.becrc.org.

To our customers . . .

This and earlier *Focus* articles reflect our commitment to helping you anticipate changes in how you will be doing business with the federal government and, down the road, possibly with King County.

Knowing that you don't have time to wade through procurement regulations and procedures, we've consulted with the Small Business Administration's district office to identify a readable overview.

Small Business Guide to Procurement Reform: Reinventing How the Federal Government Does Business needs only a few pages to hit the high points of the comprehensive reform that Congress set in motion in 1994. Particulars are varying somewhat as they are implemented, and we have updated the original guide accordingly.

For a free copy, call us at (206) 684-1330 or fax your name and mailing address to (206) 689-4597.

- Phyllis Alleyne, manager
M/WBE and Contract
Compliance Division



Consultant team members Donna Kirkpatrick and Lee Oliphant encourage business owners to take advantage of the Electronic Commerce Resource Center's free demonstration lab to "test drive" equipment and software. (Illustration at left courtesy of Dennis Ryan, Everett Community College.)

Procurement technical assistance

Ready to explore federal contracting?

The regional Procurement Technical Assistance Program is a free resource funded by the Department of Defense to help businesses market and sell to federal as well as state and local governments.

The main regional center in Everett is one of 84 around the country. It serves 27 counties, with subcenters in Mount Vernon, Bellingham, Vancouver, Wenatchee and Richland.

Through conferences, opportunity fairs and one-on-one consultation, center staff can

- isolate which government agencies procure your products or services
- register your business on appropriate government bid-match databases so you receive timely requests for

bids in your product or service specialty

- walk you through every step of responding to solicitations, including pertinent federal regulations
- direct you to just the right additional resources.

To take advantage of these free services, contact Procurement Technical Assistance Program, Economic Development Council of Snohomish County, 917 134th Street S.W., Suite 103, Everett, WA 98204-9377; phone (425) 743-4567, fax (425) 745-5563 or e-mail ptac@seanet.com.

A home page is under construction. Everett staff can connect you with the subcenter that's most convenient for you.

Art reflects region's rich cultural diversity

The Puget Sound region is blessed with a rich diversity of artistic talent, and incorporating some of that talent into public places is the task of King County's Public Art Program.

Through this component of its palette of cultural programs, the King County Arts Commission last year invested \$500,000 in paintings, sculptures, landscape art and other work funded through "one percent for art" monies in the county's capital-improvement budget.



Contracts with the artists who create these public pieces typically range between \$7,500 and \$100,000, including all design, materials, fabrication and installation. We ask these dollars to work hard in terms of what the public sees and experiences for its investment.

To do so - and at the same time ensure that cultural diversity is strongly represented in the county's public art - requires clear focus on not only our goals but also our commitment to reflect the traditions, voices and creativity of the region.

In this regard, the program has two goals:

First, it celebrates diversity as a value in all areas, including special programs that highlight the



Brenda Johnson brought scenes of family life into Harborview's Women's Clinic. ©Brenda Johnson

contributions of artists of color and women artists.

And second, it reaches out aggressively to women and minority communities with workshops, communications and technical assistance so that all artists, whether well known or undiscovered, have information about the program and opportunities to participate.

To implement these goals, we provide workshops and training sessions targeted toward artists of color, women artists, disabled artists and others who may not have known about or considered participating in the program.

We market opportunities through the minority press and civic organizations, and we work with community advisory panels that mirror the diversity of our population.

Finally, the staff offers a friendly face and helping hand to make sure each artist gets the personal assistance that he or she needs to succeed.

Overall, more than one third of the artists and cultural specialists with whom we contract for special projects, cultural education and

public art have been minorities and women. In the public-art component, many of our commissions are won by artists of color and women or women-led teams. A few current examples illustrate these results.

Scenes of family life

The bustling halls and reception areas of the Harborview Medical Center can be stressful for patients and families, but colorful and lyrical scenes of everyday family life by painter Brenda Johnson offer relief to visitors in the Women's Clinic.

Being selected for this project was Brenda's first public-art commission. She learned about the program through a workshop we hosted at the Rainier Valley Cultural Center. Once she decided to compete, she worked closely with staff to prepare her artwork for submission to a panel of hospital employees, neighborhood residents and other artists.

A remarkable talent, Brenda drew on her background and home life in Seattle's Central Area to portray scenes "reflecting the importance of family gathering, caring, support and sharing responsibility within each household," as she put it.

"I try to emphasize the importance of diversity in this society," she said, adding, "I am hoping through my

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paintings to make the surroundings for staff and patients a bit more peaceful."

Traditional themes, contemporary artists

When we sought to showcase traditional themes in a series of artworks at county parks and open spaces, Susan Point brought her Native American culture to bear on the commission.

A veteran of prior public-art commissions in the area, she learned about this opportunity through a targeted mailing, one of many we develop to promote projects reflecting traditional cultures of this region.

Susan carved six red-cedar "story boards" to tell the North Wind Fish Weir legend for a trail along the Duwamish River. Each plank is encased in an earth-colored concrete sentinel, and the six together form the shape of a Salish whale.

Cecilia Alvarez had never been the sole artist on a large-scale public project before receiving a mailing about a transit-center project in White Center. She designed the transit hub using tile murals, sculpture and artistic paving to envelop the public in vibrant images.

In selecting artists for the interiors of county facilities, community members, county staff and arts professionals also make sure that diversity is a highlight. Each of the following artists learned about their opportunities through a general direct-mail solicitation, using our extensive lists of all artists in the region.

Visitors to the Eastgate Health Center in Bellevue are greeted by the colorful, playful figures of sculptor



JoeSam's whimsical bench insists that visitors to the Eastgate Health Center take a load off. At right is detail from his sculpture. ©JoeSam

JoeSam. Drawing on his African American roots, he recalls the folk tales and figures of an earlier age, while conveying a very warm welcome today.

The Northshore Health Center features sculpture by Jason Hai Ying Wu. His bronze work evokes the legend of Crane and Turtle, a team associated with the Chinese symbols for health and longevity.

Similarly, the selection panel had cultural diversity firmly in mind when it chose all the artists represented at King County's new Regional Justice Center in Kent. Of particular note are Nancy Mee's four dramatic figures in the center's high-profile courtroom vestibule.



Community "elders" posed for her stunning etched-glass panels. Each is filled with strength, beauty and dignity, silently evoking the invaluable contributions of African Americans, Native Americans, Asian Americans and European Americans, men and women, to the rich mosaic of this region.

Getting acquainted

Each week, the county's home page on the Internet features artwork created through our program. If that sample - along with the works I've mentioned here - whets your appetite, call us at (206) 296-7580 for a complete list of county public art and where to find it.

Also call for information about upcoming workshops and commission opportunities. We publish "calls for artists" on the home page as well; look for them at www.metrokc.gov/exe/culture/publicart.htm.

The King County Public Art Program is proud of the many artists whose varied creativity, heritage and life experiences are lending such special depth to public places, making them more meaningful and inviting. And we are always willing and eager to learn about - and perhaps discover - new talent.

- Leonard Garfield, manager
King County Office of Cultural
Resources



Susan Point captured the Northwind Fishing Weir legend for the Duwamish River trail. At left is detail from her story boards. ©Susan Point

Assessment shapes mentoring program with broad potential for certified firms

Early last year, prime consultant Black & Veatch set in motion a research-based planning process for a results-oriented mentoring component to King County's \$140 million Denny Way combined sewer overflow project.

"Research-based?" "Results-oriented?" Could this be another government program that looks great on paper but . . . ?

No, say members of the project team. It's a serious initiative to provide direct business-enhancement opportunities for certified consultants on Denny Way and perhaps pilot changes in county procedures.

In addition, every facet of the experience, including the tools developed and relationships forged, has the potential to benefit M/WBEs on future county contracts.

Extensive input

The needs-assessment report completed in November by Black & Veatch subconsultant Achievement Architects reflects the most extensive input the county has had in recent years about contracting and teaming experiences.

Consultants Benita Horn and Lolita Burnette conducted group and individual interviews with the 36 certified prime and subconsultants on Denny Way, two majority primes and seven project, procurement and M/WBE staff members.

To test certain mentoring strategies, they also interviewed certified participants in a current Portland program with similar business-enhancement objectives.

As defined by this research, the program will focus initially on boosting the skills of certified firms in

- financial and contract administration
- communication, feedback and conflict resolution
- marketing
- leadership performance.



In cooperation with area trade groups, the Denny Way project team invited majority and certified contractors to a January roundtable to hear their suggestions about how to package construction work scheduled to start next year. The team used a similar process to package design contracts. Here Richard Day with CH2M Hill gives an overview of the construction program.

All components will enlist the expertise of majority and certified firms already working on Denny Way design contracts.

"This approach to mentoring respects the fact that certified firms are knowledgeable and competent but also interested in expanding into new technical or project-management areas," emphasized M/WBE Manager Phyllis Alleyne.

The county weighed four considerations in deciding on the right mix and balance of program components.

"In addition to addressing the specific needs and issues identified by certified firms, we required that every component tie directly to the success of the Denny Way project," said M/WBE Supervisor Charles LeViege.

"At the same time, we're concerned that participating firms don't gain an appreciable competitive advantage over other certified firms on future county contracts, nor did we want to invest in training that these firms

could readily get on their own."

Anne Symonds' duties as deputy project manager on one of the Denny Way design contracts include helping Achievement Architects match enhancement needs with expertise. She is also coordinating participation in the training, networking and roundtable opportunities offered under the mentoring-program umbrella.

Teaming with M/WBEs

The Denny Way needs assessment highlighted three factors that have the most influence on the success of contracting relationships when M/WBEs are on the team:

Competence. Primes want to feel that all team members share their dedication to meeting customer requirements. In addition to technical skills, the county values flexibility, adaptability, anticipation and actions that are positive in the eyes of taxpayers.

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Personal relationships. Team members seek a climate of mutual respect, appreciation and camaraderie to invigorate a project and carry them through long hours and times of crisis. M/WBEs are especially concerned about being treated with respect, which experience and increased diversity skills can address.

Communication and feedback. Certified firms want clear expectations and scopes of work. The county emphasized the importance of firms' receiving feedback throughout a project.

The research also isolated several challenges to teaming with M/WBEs:

Exclusivity. Primes expect exclusivity on the part of their subs but, said certified subs, the reward of

an expanded scope of work isn't enough to offset the constraint.

Performance. M/WBEs continue to operate in an environment of negative stereotypes and assumptions about their ability to perform.

When a sub doesn't perform and that sub happens to be certified, the prime must scramble to get the work done *and* meet participation commitments.

Chain of command. When certified subs have bypassed the project team to raise issues with M/WBE staff, the County Council or Executive, the wound to relationships is not easily or quickly healed, said primes and county staff.

Staffing. Given the multiple hats that people in small firms wear,

having someone work in a prime's project office is often a considerable hardship.

Administrative procedures. Primes and county staff noted a tendency of certified subs to fall short with such administrative tasks as invoicing and budget management.

Concerning relationship-building, small firms noted the challenge and cost of marketing to large firms with their many project managers and divisions.

In making those contacts, though, primes emphasized one point over all others: Market credentials, not certification.

As one principal put it, M/WBE status should be only the kicker.

Findings suggest improvements in county policies, procedures

During the Denny Way needs assessment, researchers posed several questions related to doing business with King County. A summary of responses follows.

The firms interviewed suggested a number of changes the county could make to improve both project success and relations with contractors. In cooperation with county departments and the M/WBE and Contract Compliance Division, the Denny Way management team is incorporating as many of these suggestions as possible into the project.

This pilot experience will isolate and refine changes for consideration countywide.

M/WBE participation: M/WBEs said that, in marketing their firms, they prefer to emphasize their reputation for doing good work. They noted, however, that certification is a

valuable marketing tool on contracts that require M/WBE participation.

"A small but growing part of the noncertified prime community is willing to look beyond certification status at good work for a reasonable cost," the report states.

Administrative costs: The administrative costs of doing business with King County are forcing some small firms to withdraw from competition. The county should exam its audit process, the report advises, for opportunities to stem this exodus and improve contractor relations.

Access to county staff: For small firms, marketing to the county exacts a high toll in time and money, the assessment found, and selection criteria may favor large firms. Once firms have established a reputation and relationship, though, the benefits are long-term. The report

recommends that the county provide more opportunities for informal interaction and higher visibility for subconsultants.

Other challenges: The needs assessment identified several other challenges that small firms in general and certified firms in particular face in doing business with the county. Among them:

- Paperwork that buries small firms, including an invoicing system that requires a lot of time on the part of subs, without assurance of prompt payment.
- Slow start-up of projects, with small firms expected to keep staff available.
- Insurance coverage that is higher than other governments require.

File of technology specialists growing

So far, a dozen certified firms are poised to compete as county departments contract for help upgrading, integrating and expanding computer systems and other electronic capabilities.

The firms have responded to a call in the December *Focus* for M/WBEs specializing in technology-related expertise and products.

When contracting opportunities arise, Compliance

Specialist Keven Franklin will use the file to emphasize what M/WBE consultants and suppliers have to offer as prospective primes and subs.

To add your firm to the file, send your marketing package or a letter of interest to Keven Franklin, M/WBE and Contract Compliance Division, 821 Second Ave., M.S. 133, Seattle, WA 98104-1598. Call him at (206) 689-4593 with questions.

Groups focus on minorities, women in business

The following trade associations, chambers of commerce and other advocacy groups are active in the Puget Sound area on behalf of minorities and women in business. The groups listed are those that provided current information; call (206) 684-1330 to alert us to any group we've missed.

ORGANIZATION	PURPOSE	SERVICES	ADDRESS	PHONE, E-MAIL HOME PAGE	CONTACT
American Society of Women Accountants, Seattle Chapter	To enable women in all fields of accounting to achieve their personal, professional and economic potential and to further their development	<ul style="list-style-type: none"> • Monthly meetings • Education • Community service • Membership directory • Job bank • Networking • Mentoring 	800 Fifth Ave., #101, Dept. 237 Seattle, WA 98104-3191 Inquire about other chapters in the area.	(206) 621-1900	Linda Kucera, president
Asia Pacific Chamber of Commerce	To be a catalyst for sustained economic growth and cross-cultural understanding	<ul style="list-style-type: none"> • <i>Asian Pacific Economic Review</i> • Periodic meetings • Education • Networking 	P.O. Box 14089 Seattle, WA 98114-0089	(206) 860-4970 aper@asialinks.com www.asiaecon.com	Chris Beer, editor
Association for Women in Architecture	To educate and promote women in the design professions	<ul style="list-style-type: none"> • Monthly meetings • Mentoring • Scholarships • Construction event 	P.O. Box 21128 Seattle, WA 98111-3128	(206) 322-9046 awasea@aol.com	Teresa Rodriguez, president
Association for Women in Communications, Inc., Seattle Chapter	To promote the advancement of women in public relations, photojournalism, publishing, advertising and broadcasting	<ul style="list-style-type: none"> • Monthly meetings • Mentoring • Job bank • Membership directory 	217 Ninth Ave. N. Seattle, WA 98109-5128	(206) 298-4966	Vanessa Gallant, president
Association for Women in Landscaping	To promote educational and professional development of women in the horticulture industry	<ul style="list-style-type: none"> • Monthly meetings • Annual conference • Job bank • Membership directory • Scholarships • Networking • Education • Volunteer projects 	P.O. Box 75093 Seattle, WA 98125-0093	(206) 481-1561	Kathleen Winters and Elaine Childs, co-presidents
Black Business Association of Puget Sound, an affiliate of the National Black Business Council	To help create and expand African American businesses	<ul style="list-style-type: none"> • Monthly meetings • Education • Trade fair • Networking • Mentoring • Awards • Advocacy 	12107 E. Union St., #102 Seattle, WA 98122-2953	(206) 322-9388 (206) 402-9426	Johnnie McCray, executive director Stacy Mitchell, chairwoman
Central Contractors Association	To support African American, Asian, Pacific Islander, Hispanic and Native American contractors	<ul style="list-style-type: none"> • Monitoring M/W/DBE regulations • Legislative oversight • Technical/professional advice 	P.O. Box 14029 Seattle, WA 98114-0029	(206) 725-2200	Reginald Frye, coordinator
Filipino Chamber of Commerce	To help member businesses achieve economic vitality	<ul style="list-style-type: none"> • Twice-monthly meetings • Monthly open board meetings • Education • Networking • Advocacy, inc. legislative • Civic projects 	1411 Fourth Ave., #1515 Seattle, WA 98101-2216	(206) 296-0378 bgola3615@aol.com	Bert Gola, president
National Association of Minority Contractors, Western Washington Chapter	To enhance the quality and prospects of member firms	<ul style="list-style-type: none"> • Monthly meetings • Education • Networking • Advocacy 	1210 S. Ferry St. Tacoma, WA 98405-2924	(253) 627-6885	Al Boddie, president

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ORGANIZATION	PURPOSE	SERVICES	ADDRESS	PHONE, E-MAIL HOME PAGE	CONTACT
Insurance Women's Association of Seattle	To promote education, support professional advancement, cultivate fellowship and strengthen loyalty to the industry	<ul style="list-style-type: none"> • Monthly meetings • Annual conferences • Mentoring • Education • Volunteer projects • Membership directory • Networking • Job bank 	P.O. Box 3 Seattle, WA 98111-0003	(206) 224-4316 (206) 448-4911, ext. 2298	Connie Wolf, president Kay Cole, president-elect
National Association of Women in Construction, Puget Sound Chapter	To promote the construction industry and support the advancement of women within it	<ul style="list-style-type: none"> • Monthly meetings • Education • Scholarships • "Block Kids" project • Referrals • Mentoring 	P.O. Box 539 Redmond, WA 98073-0539 Inquire about other chapters in the area.	(425) 827-9313	Sabrina Roberts, president
Northwest Minority Supplier Development Council	To expand contracting opportunities for certified minority businesses	<ul style="list-style-type: none"> • Monthly meetings • Annual trade fairs • Membership directory • Education • Networking • Advocacy 	1619 Third Ave., 2nd floor Seattle, WA 98101-1593	(206) 441-9558	Beverly Klein, executive director
Northwest Regional American Indian Chamber of Commerce	To enhance the quality and strength of American Indian and Alaskan Native business and community	<ul style="list-style-type: none"> • Quarterly meetings • Monthly open board meetings • Advocacy • Education • Mentoring • Membership directory • Referrals 	1612 114th St. S.W., #117 Seattle, WA 98146-3562	(206) 285-2190 <i>patrickcurry@msn.com</i>	Patrick Curry, regional vice president
Washington State Hispanic Chamber of Commerce	To advance the economic, cultural and civic welfare of the Hispanic community	<ul style="list-style-type: none"> • Education • Scholarships • Networking/referrals • Trade fairs • Trade missions • Outreach to expand job opportunities 	P.O. Box 24623 Seattle, WA 98124-0623	(206) 441-8894	Gladys Romero, president
Washington Women in International Trade, an affiliate of the Organization of Women in International Trade	To promote international understanding and provide educational and networking opportunities for women in international business	<ul style="list-style-type: none"> • Quarterly meetings • Education • Networking • Hosting and visiting overseas counterparts 	P.O. Box 1586 Bellevue, WA 98009-1586	(425) 259-8323	Megumi Kobayashi, membership
Women Business Owners	To support peers as business owners	<ul style="list-style-type: none"> • Monthly meetings • Mentoring • Education 	217 Ninth Ave. N. Seattle, WA 98109-5119	(206) 624-4075	Dee Perry, membership
Women Construction Owners & Executives, Washington Chapter	To further women and women-owned businesses in the construction industry	<ul style="list-style-type: none"> • Monthly meetings • Education • Advocacy • Legislative network 	1140 140th Ave., N.E., #A-2 Bellevue, WA 98005-2905	(888) 957-5677 (425) 957-4566 <i>www.wcoelosp@ix.netcom.com</i>	Dolly Small, executive director
Women's Business Exchange	To foster leadership, achievement and communication among women in business	<ul style="list-style-type: none"> • Monthly meetings • Job bank • Membership directory • Networking • Classes/forums • Networker of the Year 	603 Stewart St., #610 Seattle, WA 98101-1229	(206) 382-1234	Volunteers respond as quickly as possible to messages.
Women in Telecommunications	To promote leadership and networking among women in the industry	<ul style="list-style-type: none"> • Quarterly seminars • Newsletter 	c/o Linda Baily, TCG 1215 Fourth Ave., #1500 Seattle, WA 98161-1001	(206) 505-0022 <i>www.nwwit.com</i>	Linda Baily, Angela Wu and Judy Endejan, co-chairs

National certification equips women-owned businesses to cross state lines for contracts

Corporate and federal procurement opportunities have never been greater for women-owned businesses, and a national certification program is positioning WBEs to take advantage of them.

Initiated a year ago by the Women's Business Enterprise National Council, the program is now in full swing and expects to review upwards of 2,200 applications this year.

Applicants are after the largest piece of procurement pie ever sliced by corporations and the federal government for women-owned businesses.

A 1994 survey conducted by the national council found that 70 percent of responding Fortune 500 companies had started WBE supplier programs over the last decade.

That same year, federal procurement reform established a 5-percent, government-wide goal for WBE awards and directed creation of a federal certification process.

By winning national certification, women-owned businesses can reach across state lines now for corporate opportunities and be at the starting gate for the federal government's certification program.

Rigorous review

Any business that is managed, controlled and at least 51 percent owned by a woman or women who are U.S. citizens may apply to the national council's program, which is modelled on the MBE certification offered through the National Minority Supplier Development Council.

"Clients and partner organizations have told us that our certification review is even more rigorous than that of many government programs, especially some local jurisdictions," said President Susan Phillips Bari.

"For example, all our reviews involve site visits."

A network of "partner organizations" (such as women business development councils) around the country screens applicants, reviews paperwork, conducts site visits and makes

certification determinations.

"Four of our partner organizations were already doing certification reviews when the national council was formed," Bari explained.



"We then began to identify other organizations to make this program nationwide and have a dozen to date. We're in the process of training them and helping them raise funds for certification staff."

Corporations are a principal source of funding. In exchange for supporting a nationally recognized and monitored standard of certification, participating corporations have access to the national council's comprehensive database to find competent WBE suppliers by ZIP code.

The national council aims to

'...our certification process is even more rigorous than that of many government programs...'

- Susan Phillips Bari, president, Women's Business Enterprise National Council

increase corporate participation by advising purchasing officers how to start and expand diversity programs that implement a commitment to doing business with WBEs.

Government reciprocity

At present, having state WBE certification does not automatically gain a business national certification, nor does it abbreviate the application process.

As part of its strategy to encourage a single, nationally accepted standard of WBE certification, the national council recently documented corporate distrust of "self-certification" - simply attesting that a business is women-owned.

Dissatisfaction with this long-established practice is behind regulations requiring that the Small Business Administration develop federal certification for firms not participating in its 8(a) program. Minority- and women-owned businesses would have to win formal certification in order to qualify for small, disadvantaged bidder status (see the December 1997 *Focus*).

"We're strongly advocating for widespread reciprocity and would like to see the federal government accept third-party certification," Bari said.

"Privatization will happen at the state level more readily than at the federal level, however. States hardest hit with downsizing are seeing the benefit of having a third party involved."

California Congresswoman Juanita Millender-McDonald is drafting a bill that would legislate a single national standard for WBE certification.

"Having one standard would alleviate the cost and undue pressure placed on women-owned businesses that are forced to apply for several certifications just to gain access to federal and state procurement opportunities," explained Millender-McDonald's legislative representative, Liz Powell.

The Congresswoman will introduce her bill after hearing from more concerned businesses and organizations and ensuring bipartisan support.

"Women business owners can help by contacting their members of Congress, as well as our office," Powell said.

Continued on next page

Corporate involvement

More than 110 corporate supplier-diversity programs now accept WBE certification through the national council. Major Pacific Northwest-based companies on the list include Nordstrom, Nike, US West, Boeing, Boise Cascade and United Parcel.

Bari characterized this response as excellent, especially since the national council began its corporate outreach fewer than six months ago.

"As with any new endeavor, it's difficult at first; you have to make the sale on both sides of the coin," she said. Since its early days, the national council has quadrupled its corporate involvement and doubled the rate at which it is certifying businesses.

"Our big challenge is raising the money to assist partner organizations in implementing the program," she noted.

"We get about 20 requests for every application that's completed and returned, which means our partner organizations are helping a lot of businesses decide if certification is for them."

The collaborative process is also helping women-owned businesses access other services offered by

partner organizations, such as assistance with planning, financing and marketing.

The national council does not yet have a partner organization in the Seattle area. In addition to filling that critical gap in the national network, Bari would like to hear from volunteers interested in being trained to help with certification reviews, especially site visits.

Contacts, contacts

To request a pre-application and comprehensive information, contact Women's Business Enterprise National Council, 1156 15th St., N.W., Suite 1015, Washington, DC 20005-1704; phone (202) 862-4810, fax (202) 862-4829 or e-mail wbecert@aol.com.

Access the national council's home page at www.womenconnect.com/wbenc for the same information and forms you can download.

For details on proposed legislation or to comment, contact Congresswoman Juanita Millender-McDonald, 419 Cannon Office Building, Washington, DC 20515-0002; phone (202) 225-7924, fax (202) 225-7926, or e-mail millender.mcdonald@mail.house.gov.

About national MBE certification

The National Minority Supplier Development Council has been offering national MBE certification for 26 years through a network of 42 local councils around the country.

To qualify, a business must be owned, controlled and managed by a U.S. citizen identified as a racial or ethnic minority.

National MBE certification gives the approximately 16,000 firms now on the national council's database access to major corporate purchasing offices, some of which require the validation that national certification provides.

To inquire about joining them, contact the Northwest Minority Supplier Development Council, 1619 Third Ave., 2nd floor, Seattle, WA 98101-1593; phone (206) 441-9558 or fax (206) 441-9503.

King County how-to guide now available

The 1998 edition of *How To Do Business With King County: A Resource Guide for Minority, Women and Disadvantaged Businesses* is now available.

It provides an overview of King County contracting and M/WBE targets, specific information about the various categories of contracts and the telephone numbers and Internet addresses you'll need to stay in touch with opportunities.

For your free copy of this and other handouts from the March 6 Celebrate Success workshops, call the M/WBE and Contract Compliance Division at (206) 684-1330.

Surfing the 'Net

At www.wa.gov/DIS/DBWW/procure.htm, you'll find information about upcoming State of Washington procurements of goods and services, as well as links to similar sites and state procurement policies and regulations.

In cooperation with corporate sponsors, the Small Business Administration now has an on-line business center exclusively for women at www.onlinewbc.org. It offers extensive information about running a business, links to other resources and interactive mentoring and counseling.

The Electronic Commerce Resource Center in Bremerton publishes *OnRamp* for small and medium-sized businesses at www.becrc.org. This quarterly newsletter includes feature articles and regular columns on a variety of topics related to the technology of electronic commerce, as well as its uses.

Also of potential interest at www.becrc.org are the resource center's list of government procurement offices throughout the Pacific Northwest, upcoming conferences having to do with electronic commerce and links to related resources.

One of the latter is BusinessCity, an electronic company focusing on information for business owners. Among the free resources you'll find at www.businesscity.com are a reviewed and categorized library of 250 Internet sites and a calendar of seminars and other networking events in the Puget Sound area.

Microsoft's on-line magazine, *Smallbiz*, offers articles aimed at helping small-business owners take advantage of computer technology. You'll find the current issue, as well as features from prior issues, at www.microsoft.com/smallbiz.

Interested in having your own free home page? That's one of several services offered women-owned businesses at www.womenconnect.com (Women's Connection Online). Businesses seeking to reach national markets will find this magazine/trade association hybrid site worth exploring.

Bulletin board

Northwest Minority Supplier Development Council's Annual Trade Fair and Awards

The 22nd annual trade fair and awards breakfast will be May 7 at the Washington State Convention & Trade Center in Seattle, starting at 8:15 a.m. The trade fair will run from 10 a.m. to 4 p.m., followed by a networking reception.

Workshops during the fair will focus on business technology, educational opportunities and current issues of concern to minority suppliers. Cost to attend is \$45 in advance or \$55 at the door. Call (206) 441-9558 for details.

Business basics

Building a Business Plan, a SCORE workshop covering marketing, operating and financial plans. March 18, April 8, May 13 or June 13 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance/\$55 at the door (including lunch); \$40 for each additional firm member.

Starting and Running a Small Business, from A to Z with a business-law attorney. For three weeks starting April 13 from 6 to 7:30 p.m. at Shoreline; \$50.

NxLEVEL for Entrepreneurs, an intensive skills-development course for existing businesses. April 14 through June 16 at South Seattle; \$285, including text. Bring a business partner or spouse for an additional \$75.

Sales and marketing

Marketing and Sales for Small Business, a SCORE workshop covering marketing strategies, market research and practical techniques. April 18 or June 17 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance/\$55 at the door (including lunch); \$40 for each additional firm member.

How To Get Your Name in the News, from angles that promote your business through creating a media kit. May 12 from 6 to 9:15 p.m. at North Seattle; \$40.

Business communication

Creating Your Brochure, from words that sell through art and layout. April 20 from 6 to 9 p.m. at North Seattle; \$35.

Painless Business Writing, a hands-on workshop including editing and proofreading. Two sessions beginning April 20 from 6:30 to 9 p.m. at North Seattle; \$65.

All the World's a Stage, basic acting techniques to improve your confidence as a presenter and leader. For three weeks starting April 15 from 6 to 8 p.m. at Shoreline; \$65.

Be a Standout Presenter, whether pitching a contract or giving a speech. April 9 from 6 to 9 p.m. at North Seattle; \$35.

Call the following sponsors for details about training opportunities listed on this bulletin board:

SBA Business Enterprise Center	553-7320
AGC of Washington Education Foundation..	284-4500
Seattle Central Community College.....	587-5448
South Seattle Community College	764-5375
Shoreline Community College	547-4562

How To Say What You Really Want To Say, a chance to learn and practice effective personal communication. For four weeks starting April 21 from 6:30 to 9:30 p.m. at North Seattle; \$55.

It's Not What You Say, a workshop to improve how your message gets across. May 13 from 6:30 to 9:30 p.m. at Shoreline; \$35.

Telemarketing Techniques and Tools, making the telephone work harder for your business. April 21 from 6 to 8:30 p.m. at South Seattle; \$35.

Discovering Personal Coaching, an interactive introduction to how a personal coach might improve your effectiveness. April 25 from 1 to 4 p.m. at Shoreline; \$60.

Regional M/WBE calendar

If you're planning a conference or other event geared to certified firms, call King County Contract Compliance Specialist Rita Lee at (206) 689-4592 to check what's already on the regional M/WBE calendar.

Working smarter

How To Buy a Personal Computer on April 25 from 6 to 8:30 p.m. at Seattle Central; \$35.

Effective Tools for Project Management, an interactive workshop to learn and practice organizational skills. April 20 from 6:30 to 9 p.m. at North Seattle; \$35.

Organize Your Office, learn a system that really improves your efficiency and ability to keep up! April 14 from 6:30 to 9 p.m. at North Seattle; \$30.

Construction Quality Management for Contractors, an AGC regulatory seminar for contractors seeking to work with the U.S. Army Corps of Engineers (CQM040398); in Seattle on April 3 from 7:30 a.m. to 5 p.m.; \$75.

Update on Lien Law, an AGC management seminar covering lien and bond claim rights and obligations (LLU052198); in Seattle on May 21 from 8 a.m. to noon; \$75.

AGC Environmental Seminars. \$75 for either or both for \$125:

- *Regulations and Risk Management*. How to recognize and reduce contractor liability associated with environmental statutes (ENA052898) on May 28 from 8 a.m. to noon.

Continued on next page

Bulletin board

- *Jobsite Recycling*. Practical techniques for saving money and reducing waste (EN052898) on May 28 from 1 to 5 p.m.

Researching Via the Internet for two sessions starting April 27 from 6 to 9 p.m. at North Seattle; \$80.

Money matters

Accounting for Small Business for five weeks beginning April 27 from 6 to 8 p.m. at North Seattle; \$65.

Basic Bookkeeping and Accounting for eight weeks starting either April 7 or April 8 from 7 to 9 p.m. at Shoreline; \$60.

Financial Strategies, an AGC management seminar on understanding, interpreting and applying financial information to improve profitability and bonding capacity (FST060498); in Seattle on June 4 from 8 a.m. to 4 p.m.; \$195.

Women's Network for Entrepreneurial Training

This management series for women business owners offers roundtable discussions on a common theme and focus training with in-depth breakout presentations. Sponsored by SBA, sessions start at 7:30 a.m. with a continental breakfast and wrap up shortly after 10 a.m.

To register, e-mail carol.mcintosh@sba.gov or call her at (206) 553-7315. All sessions are at SBA's Business Enterprise Center in downtown Seattle. Cost is \$15 per session, with discounts for registering for multiple sessions.

Business Management/Strategic Planning on April 3; focus training to define your business vision, clarify your niche and apply your mission and goals to practical strategies.

Training and Retaining Employees on May 1; focus training on building and keeping the best workforce for your business.

How To Finance Your Business on June 5; roundtable training from where to begin through financial options.

How To Raise Money, a SCORE workshop covering equity and debt, loan options, proposals and lender relationships. March 25 or May 27 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance/\$55 at the door (including lunch); \$40 for each additional firm member.

Home-based business

Home-Based Business Success, a SCORE workshop covering trends, organizational options and practical use of technology. May 20 from 8:15 a.m. to 4 p.m. at SBA's Business Enterprise Center; \$45 in advance/\$55 at the door (including lunch); \$40 for partner or spouse.

Computer communication

Introduction to Cyberspace, a crash course for the uninitiated. April 14 from 6 to 8 p.m. at North Seattle; \$25.

Hands-On Cyberspace, an advanced introduction. April 21 from 6 to 8 p.m. at North Seattle; \$25.

Introduction to the Internet for three sessions starting either May 20 or June 1 from 6 to 9 p.m. at Seattle Central; \$90.

Introduction to the Internet on April 11 from 9 a.m. to 3:30 p.m. at Shoreline; \$105 includes lab fee.

Hands-On Internet for the PC for three sessions starting April 6 from 6 to 9 p.m. at North Seattle; \$95.

Internet on the Mac for three sessions starting May 30 from 9 a.m. to noon at North Seattle; \$95.

Creating a Home Page on April 25 from 9 a.m. to 3:30 p.m. at Shoreline; \$105 includes lab fee.

How To Create a Home Page for two sessions starting May 11 from 6 to 9 p.m. at North Seattle; \$80.

Introduction to Constructing and Designing a Home Page for four sessions starting April 7 from 6 to 8 p.m. at Seattle Central; \$85.

Marketing on the Internet on May 2 from 9 a.m. to 4 p.m. at Shoreline; \$105 includes lab fee.

Electronic Commerce Seminars

The Electronic Commerce Resource Center offers the following free seminars at SBA's Business Enterprise Center in downtown Seattle. To register, call toll-free (800) 478-3933 or access ECRC's home page at www.becrc.org.

How To Access Information Off the Internet on May 19 from 9 a.m. to noon. Includes introductions to browsers and e-mail.

Introduction to the Internet and Electronic Commerce on May 19 from 1 to 4 p.m.

Getting Your Business On Line on June 16 from 9 a.m. to noon. Includes information on payment strategies.

Designing Effective Web Sites on June 16 from 1 to 4 p.m. Introductory seminar a prerequisite.

Internet Marketing and Sales on March 26 from 9 a.m. to noon. Introductory seminar a prerequisite.

Using the Internet and Intranet for Efficient Business Operations on March 26 from 1 to 4 p.m.

Government Bidding, Electronic Data Interchange and the Internet on April 15 from 9 a.m. to noon. Includes advertising on government Web sites.

Internet Security Issues on April 15 from 1 to 4 p.m. Introductory seminar a prerequisite.

Upcoming contracts

The following list presents available information on contracts King County expects to advertise over the next several months, as well as any contracts resulting from interlocal projects to which the county is a party.

Because scope of work or estimated value may change by the time contracts go out for bid or proposal, King County provides three ways for you to keep up to date on goods and services currently being advertised:

- In print, see the *Seattle Daily Journal of Commerce*, Thursday's *Seattle Times* or minority-owned publications.

- By phone, call one of the county's two, 24-hour contract information lines.

- On the Internet, access King County's home page.

M/WBE compliance specialists can provide general information about upcoming contracts in their specialties and may be able to refer you to project staff for technical information. They can also put you in touch with county staff working on interlocal projects.

See the back page of this newsletter for county telephone numbers and the Internet address.

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Public involvement	Provide community-relations services for capital improvement projects; Wastewater Treatment	\$100,000	2nd qtr. '98	Oreiro or Winston
	Coordinate Farm Link, which pairs people looking to buy or lease land with those who have land available; may include an education component; Water and Land Resources	\$200,000 over 2-3 years	2nd qtr. '98	Oreiro or Winston
Environment	Provide hazardous-waste laboratory services; Water and Land Resources	\$25,000	2nd qtr. '98	Oreiro or Winston
	Conduct an air pollution study at King County International Airport; Construction and Facility Management	\$90,000	2nd qtr. '98	Lee
	Study reforestation of the west buffer at the Cedar Hills landfill; CIP 013327; Solid Waste	\$10,000	2nd qtr. '98	Alexander
Design	Design closure of the Vashon landfill; CIP 003145; Solid Waste	\$732,000	2nd qtr. '98	Alexander
	Design an emergency outfall at the Kenmore pump station; Wastewater Treatment	\$300,000	2nd qtr. '98	Oreiro or Winston
	Provide on-call engineering services; Wastewater Treatment	\$400,000	2nd qtr. '98	Oreiro or Winston
	Provide civil/construction support services; Wastewater Treatment	\$500,000	2nd qtr. '98	Oreiro or Winston
	Provide mechanical design support for equipment	\$250,000	2nd qtr. '98	Oreiro or Winston
	Design tip-floor safety arm for transfer stations; CIP 013112; Solid Waste	\$90,000	2nd qtr. '98	Alexander
	Design gas-control improvements at the Cedar Hills landfill; CIP 013321; Solid Waste	\$153,000	2nd qtr. '98	Alexander
	Modify environmental control systems to adjust for settling at the Cedar Hills landfill; CIP 013328; Solid Waste	\$120,000	2nd qtr. '98	Alexander
	Develop plans/specifications for new/refurbished ballfields at multiple sites; Construction and Facility Management	\$125,000	2nd qtr. '98	Lee
	Provide design, engineering and cost estimating for the Norman bridge; Construction and Facility Management	\$50,000	2nd qtr. '98	Lee
	Provide design and engineering services for repair of the Preston-Snoqualmie regional trail; Construction and Facility Management	\$12,000	2nd qtr. '98	Lee
	Provide design and architectural programming services for remodeling of an historic park building, including seismic upgrade; Construction and Facility Management	\$60,000	2nd qtr. '98	Lee
	Design athletic fields at Maple Valley Heights Park; Construction and Facility Management	\$45,000	2nd qtr. '98	Lee
	Design trail system and prepare a management plan for Grand Ridge; Construction and Facility Management	\$20,000	2nd qtr. '98	Lee
	Study and recommend facility improvements at the Houghton transfer station; CIP 013086; Solid Waste	\$250,000	3rd qtr. '98	Alexander

Continued on next page

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Design	Design improvements to the operations facility at the Cedar Hills landfill; CIP 013003; Solid Waste	\$173,000	3rd qtr. '98	Estes
	Design a gas-migration control system for the Vashon landfill; CIP 017118; Solid Waste	\$311,000	4th qtr. '98	Estes
Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Construct an educted solids facility; Metro Transit	\$100,000	2nd qtr. '98	Oreiro or Winston
	▶ Replace sump pumps at multiple locations; Wastewater Treatment	\$400,000	late 1st qtr. '98	Oreiro or Winston
	▶ Upgrade Jameson crane; Wastewater Treatment	\$60,000	2nd qtr. '98	Oreiro or Winston
	▶ Replace water-system seals at four pump stations; Wastewater Treatment	\$200,000	2nd qtr. '98	Oreiro or Winston
	▶ Replace fume hood at the East Division Reclamation Plant in Renton; Wastewater Treatment	\$70,000	2nd qtr. '98	Oreiro or Winston
	Provide construction services for ballfield improvements at multiple sites; Construction and Facility Management	\$150,000	2nd qtr. '98	Lee
	Repair settlement of the environmental control system at the Cedar Hills landfill; CIP 013328; Solid Waste	\$514,000	2nd qtr. '98	Alexander
	Construct a combination transfer/recycling station on Vashon; CIP 013101; Solid Waste	\$3,500,000	2nd qtr. '98	Alexander
	Perform slope-remediation work at the Algonia landfill; CIP 013080; Solid Waste	\$110,000	2nd qtr. '98	Alexander
	Modify sump wiring at the West Point Treatment Plant; Wastewater Treatment	\$25,000-\$35,000	2nd qtr. '98	Oreiro or Winston
	Modify fuel-wash lighting at East, South and Atlantic bases; Metro Transit	\$175,000	2nd qtr. '98	Oreiro or Winston
	Construct transfer-point improvements at North 175th St. and Meridian Ave. North; Metro Transit	\$100,000	2nd qtr. '98	Oreiro or Winston
	Provide construction services at transfer points in the north district; Metro Transit	\$200,000-\$300,000	2nd qtr. '98	Oreiro or Winston
	Provide construction services at transfer points in Seattle; Metro Transit	\$100,000-\$200,000	2nd qtr. '98	Oreiro or Winston
	Construct the Waller Street stadium pedestrian walkway; Metro Transit	\$2,800,000	2nd qtr. '98	Oreiro or Winston
	Provide on-call revetment-repair services; Water and Land Resources	\$100,000-\$300,000	2nd qtr. '98	Oreiro or Winston
	Provide on-call maintenance of water retention/detention facilities; Water and Land Resources	up to \$300,000 annually	2nd qtr. '98	Oreiro or Winston
	Develop area 5 at the Cedar Hills landfill; CIP 003140; Solid Waste	\$9,997,000	3rd qtr. '98	Alexander
	Construct bus-zone improvements countywide; Metro Transit	\$100,000	3rd qtr. '98	Oreiro or Winston
	Complete final cover of area 4 at the Cedar Hills landfill; CIP 013118; Solid Waste	\$1,646,000	3rd qtr. '98	Alexander
	Provide construction services for transit hubs in Totem Lake, Mercer Island and Kirkland; Metro Transit	\$100,000	3rd qtr. '98	Oreiro or Winston
	Provide construction services for transit hubs in Fremont, North Creek and University District; Metro Transit	\$100,000	3rd qtr. '98	Oreiro or Winston
	Construct intersection improvements at Northeast Fourth and 110th Ave. Northeast in Bellevue; Metro Transit	\$100,000	3rd qtr. '98	Oreiro or Winston
	Improve maintenance facilities at the Cedar Hills landfill; CIP 013002; Solid Waste	\$1,171,000	3rd qtr. '98	Alexander
	Provide ongoing construction support for permit-related work at the Cedar Hills landfill; CIP 013324; Solid Waste	\$59,000	—	Alexander
	Provide construction services at the Skykomish dropbox; CIP 013085; Solid Waste	\$65,000	—	Alexander
	Begin final cover of the Vashon landfill; CIP 003145; Solid Waste	\$564,000	1st qtr. '99	Alexander

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roofing	Replace the roof on four digesters at the West Point Treatment Plant; Wastewater Treatment	\$400,000	2nd qtr. '98	Oreiro or Winston
	Resurface the Waterfront Streetcar barn roof; Metro Transit	\$25,000	2nd qtr. '98	Oreiro or Winston
	Resurface the East Base roof; Metro Transit	\$125,000	3rd qtr. '98	Oreiro or Winston
HVAC	Modify the heating system in the fuel-wash building at Atlantic Base; Metro Transit	\$75,000	3rd qtr. '98	Oreiro or Winston
	Replace the exhaust fan at South Base; Metro Transit	\$60,000	4th qtr. '98	Oreiro or Winston
Installation	Install high-bay lighting at East Base; Metro Transit	\$240,000	2nd qtr. '98	Oreiro or Winston
	Install street grates in downtown Seattle transit tunnel; Metro Transit	\$225,000	2nd qtr. '98	Oreiro or Winston
	Install uninterruptible power-supply monitoring system at the West Point Treatment Plant; Wastewater Treatment	\$5,000-\$10,000	2nd qtr. '98	Oreiro or Winston
	Install 700-volt base disconnect; Metro Transit	\$200,000	2nd qtr. '98	Oreiro or Winston
	Furnish and install a brush washer at Bellevue Base; Metro Transit	\$150,000	2nd qtr. '98	Oreiro or Winston
	Install ferric/caustic containment piping at the West Point Treatment Plant; Wastewater Treatment	\$100,000	2nd qtr. '98	Oreiro or Winston
	Remove and replace underground fuel storage tanks at the Cedar Hills landfill; CIP 013001; Solid Waste	\$565,000	2nd qtr. '98	Alexander
	Install a gas control system at the Cedar Hills landfill; CIP 013321; Solid Waste	\$646,000	2nd qtr. '98	Alexander
	Install safety items at transfer stations; CIP 013112; Solid Waste	\$405,000	2nd qtr. '98	Alexander
	Install an emergency generator at the Sunset/Heathfield pump station; Wastewater Treatment	\$300,000	3rd qtr. '98	Oreiro or Winston
	Install a gas extraction system and remediate potential groundwater contamination at the Puyallup landfill; CIP 003089; Solid Waste	\$300,000	—	Alexander
	Install an emergency generator at the South Mercer pump station; Wastewater Treatment	\$230,000-\$250,000	4th qtr. '98	Oreiro or Winston
	Install a gas-migration control system at the Vashon landfill; CIP 017118; Solid Waste	\$840,000	4th qtr. '98	Alexander
Roads and Paving	Replace failing culvert at 244th Ave. Southeast and Southeast 228th St. with 54" pipe with fish weirs; CIP 402096; Road Services	\$400,000-\$450,000	2nd qtr. '98	Alexander
	Construct a pedestrian walkway along the Cedar Grove Road; C63453; Road Services	—	2nd qtr. '98	Alexander
	Widen South 96th St. from Eighth Ave. South to Des Moines Way South and add lighting and a signal; CIP 300350 (Phase II); Road Services	\$400,000-\$450,000	2nd qtr. '98	Alexander
	Add sidewalks, vertical curbs and gutters along Des Moines Way South; C63349/C67326; Road Services	\$200,000	2nd qtr. '98	Alexander
	Create turn lanes, modify signal and widen Northeast 132nd St. at 16th Way Northeast; CIP 100197; Road Services	\$450,000-\$500,000	2nd qtr. '98	Alexander
	Construct a new HS-25 Elliot Bridge #3166 400' long, 52' wide; CIP 401288; Road Services	\$3,500,000-\$4,000,000	2nd qtr. '98	Alexander
	Make roadbed and drainage improvements along Southeast 24th St. between 228th Southeast and 239th Southeast; CIP 201797; Road Services	\$250,000-\$300,000	2nd qtr. '98	Alexander
	Reconstruct roadbed, add bicycle lanes and railroad signal, modify existing signals, relocate stream and retrofit bridge for seismic stability along Northeast 124th St.; CIP 100389 (Phase II); Road Services	\$4,000,000	2nd qtr. '98	Alexander

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roads and Paving	Make intersection improvements and widen a lane along the Issaquah-Fall City Road; CIP 200195; Road Services	\$1,500,000	2nd qtr. '98	Alexander
	Improve existing sidewalks along 153rd Ave. Southwest; CC5275; Road Services	\$150,000	2nd qtr. '98	Alexander
	Retrofit Cherry Valley bridge and Cherry Valley trestle for seismic stability; C72206/C72209; Road Services	\$475,000-\$525,000	2nd qtr. '98	Alexander
	Overlay the Brickyard park-and-ride lot and construct roadway; Metro Transit	—	2nd qtr. '98	Oreiro or Winston
	Rehabilitate cargo apron at King County International Airport; Construction and Facility Management	\$1,000,000	2nd qtr. '98	Lee
	Overlay Shoreline, Greenlake and south Renton park-and-ride lots with asphalt; Metro Transit	—	2nd qtr. '98	Oreiro or Winston
	Do concrete paving at East Base; Metro Transit	\$150,000	3rd qtr. '98	Oreiro or Winston
	Replace hydraulic paving at Central Base; Metro Transit	\$100,000	4th qtr. '98	Oreiro or Winston
Goods and services		Estimated value (if known)	Expect to advertise	Compliance specialist
ZF transmission parts for the Breda bus fleet; IFB 98-002; Metro Transit		\$1,000,000	2nd qtr. '98	Oreiro or Winston
MPM brake and axle parts for the Breda bus fleet; IFB 98-003; Metro Transit		\$500,000	2nd qtr. '98	Oreiro or Winston
Bendix brakes and parts for buses; IFB 98-004; Metro Transit		\$150,000	2nd qtr. '98	Oreiro or Winston
HVAC building filters; IFB 98-011; Construction and Facility Management		\$50,000	2nd qtr. '98	Lee
Landscape-installation services for reforestation of the west buffer at the Cedar Hills landfill; CIP 013327; Solid Waste		\$91,000	3rd qtr. '98	Alexander

Certified consultants, contractors, take note

The arrows in this issue's "Upcoming contracts" point to opportunities you may find of particular interest.

Each contract stems from the Wastewater Treatment Division's Facilities Asset Management Program, which will be spending upwards of \$2 million annually over 20-plus years to repair and replace aging equipment.

As announced in the September *Focus*, the program is packaging and advertising projects to be attractive to small firms. Integral to this process are the county's architecture and engineering roster and small public-works roster.

"If we can use one of these rosters, we do so because it's the quickest way for us to get work out," said Kathy Loland, project manager in Wastewater Treatment's capital-projects section.

Firms summarize their qualifications and interests when they enroll on either roster. As roster contracts

come along, project staff approach at least three qualified firms on the list, rotating their calls when several firms are available in a given specialty. County procedure is to include certified firms, when qualified, in each roster solicitation.

Loland and her colleagues are using the A & E roster for design contracts valued at \$150,000 or less. The small public-works roster has a ceiling of \$100,000.

Certified contractors have flocked to the small public-works roster, but the response from design firms has been slow. Only 5 percent of local architectural firms in the state M/WBE directory were on the A & E roster as of February, and only 10 percent of local certified engineering firms were listed.

To apply for the A & E roster, call (206) 684-2024 or download the application form off King County's home page at www.metrokc.gov/oppis/bidsprop.htm.

To apply for the small public-works roster, call (206) 684-1270.

For more information

Published quarterly by King County's Minority/Women Business Enterprise and Contract Compliance Division, 821 Second Ave., M.S. 133, Seattle, WA 98104-1598. Telephone (206) 684-1330; fax (206) 689-4597.

We invite your comments, story ideas and suggestions for improving this publication. Write or call Manager Phyllis Alleyne or send your e-mail to phyllis.alleyne@metrokc.gov.

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Willie Winston (206) 684-1373

If you don't know which of the above compliance specialists focuses on your type of contract, call 684-1330 for referral.

County specialty registration

A&E and general consultant rosters
Frances Gaucin (206) 684-2024
Transit vehicle-maintenance vendor list
Donna McCoy (206) 684-2204
Small public-works roster (206) 684-1270
Vendor bidders' list (206) 689-3153

State Office of Minority and Women's Business Enterprises

By telephone (360) 753-9693
By fax (360) 586-7079
By mail P.O. Box 41160, Olympia, WA 98504-1160
On-line directory www.wsdot.wa.gov/omwbe/

Current county contracts

Professional and construction hotline (206) 684-1270
Goods and nonprofessional/consulting hotline (206) 689-3153
On-line www.metrokc.gov/oppis/bidsprop.htm

County specialty information

Purchasing M/WBE liaisons
Exchange Building (206) 689-5246
Administration Building (206) 296-4210
Kingdome concessions
Gary Atchison (206) 296-3180
Transit concessions
Esther Alley (206) 205-0717
Motor pool fleet (206) 296-6521
Disability compliance
Della Shaffer (206) 296-7705
Minority Entrepreneurship Program and M/WBE loans
Francisco Jimenez (206) 205-0713
King County Civil Rights Commission
Manny Lee (206) 296-7485

King County Council

Maggi Fimia, District 1 (206) 296-1001
Cynthia Sullivan, District 2 (206) 296-1002
Louise Miller, District 3 (206) 296-1003
Larry Phillips, District 4 (206) 296-1004
Dwight Pelz, District 5 (206) 296-1005
Rob McKenna, District 6 (206) 296-1006
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